

Solar For All California

Third Quarter Update: December 1, 2010 – February 28, 2011

This report summarizes Solar for All California activity during the third quarter of the program.

Background

In 2009, CSD challenged its existing energy providers to design a program to install rooftop solar systems (photovoltaic or “PV” systems) on low-income homes. Using a competitive bid process, CSD asked interested providers to meet these objectives:

- Install optimally-sized PV systems on single- or multi-family homes.
- Develop creative partnerships to provide systems with no loans, no liens and no out-of-pocket costs for the low-income owners or residents.
- Put Energy Efficiency first to further reduce the energy consumption of each home before installing PV.
- Develop “Green” jobs by training low-income workers to become solar installers.

Based on their proposals, four CSD providers were selected:

- CRP – Community Resource Project
- CCES – Central Coast Energy Services
- Fresno EOC - Fresno Economic Opportunities Commission
- NCES – North Coast Energy Services

The resulting pilot program is called "Solar for All California" and will result in 1,000 new PV systems installed on low-income homes throughout California by October, 2011.

Summary of Agency Goals and Partners

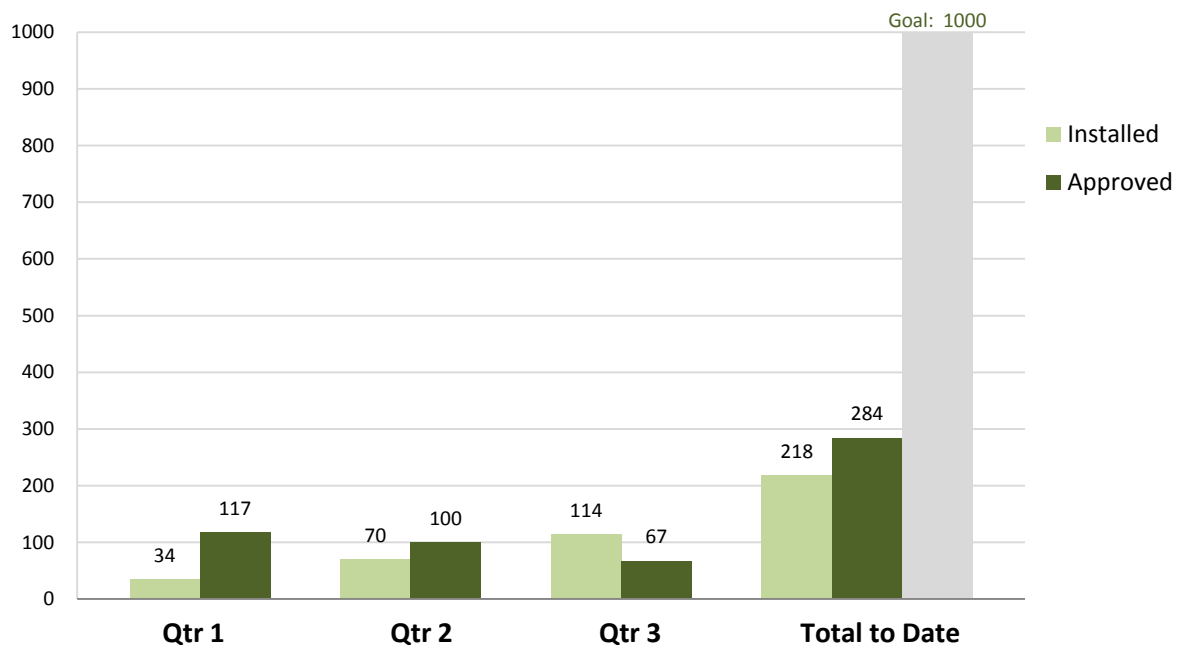
	NCES	Fresno	CRP	CCES
Unit goal	148	151	200	600
Unit type	Single-family	Single-family	Single-family	Multi-family
Counties Covered	Lake, Marin, Mendocino, Napa, Solano, Sonoma, Yolo	Fresno, Merced, Madera, Tulare, Kings, Kern	Sacramento	Los Angeles, Orange, Yuba, Sutter, San Diego, Placer, San Luis Obispo, Kings, Imperial, Butte, Santa Cruz, Monterey, Riverside, San Bernardino, Santa Clara
Major Installation Partners/Subs	Gaia Energy Real Goods Solar	Sundowner Solar Fresno CCC	Solar Manufacturer SMUD	ACCES Morgan Stanley
CSD Provider Partners	None Identified	Merced Co, CSET, KCAO, Kern Co	None Identified	Butte Co, Riverside, Orange Co, SLO, CES, CRP, CUI, KCAO, MAAC, Maravilla, PACE

Agency Progress Toward Goals

- CSD reviews and approves each project prior to installation, gathering data and confirming that agencies are within their contracted dollar per watt goals. These projects are listed on the chart below as “Approved.”
- Once the project is complete, agencies send CSD a copy of the final building permit. When the permit is received by CSD, the project is counted as “Installed.”

	NCES	Fresno	CRP	CCES	Total
Goal	148	151	200	600	~1,000
Approved	139	133	12	0	284
Installed	114	99	5	0	218

Projects Assessed and Installed to Date



Qtr 1 and 2 numbers shown on this chart may not match those shown on previous Quarterly Reports. This is because installation information is often received from agencies after a quarterly report is completed; numbers are updated when new information is received.

Agency Updates

NCES

By the end of the third quarter of the Solar For All California project, North Coast Energy Services has nearly met its goal for project approvals. North Coast had an initial goal of installing 148 systems, and by the end of quarter three, they had 139 projects approved. During the next two quarters, NCES will be working to install their final systems. They will also assess the amount of funds remaining, if any, and identify whether or not any additional systems can be installed before the end of the contract term.

Fresno EOC

Fresno EOC is making excellent progress towards its goal to install 151 systems via its “Central Valley Partnership” (CVP) with 133 projects approved and 99 fully installed. And, in fact, the CVP has now added an additional six homes to its original installation goal of 151, bringing the total goal to 157.

At the end of Quarter 3, Fresno EOC estimates that when scheduled project installations are completed, they will have up to \$100,000 remaining in their solar budget. Fresno is looking into the possibility of leveraging their remaining solar dollars with Grid Alternatives, the project manager for the California Public Utilities Commission’s *Single Family Affordable Solar Homes Program* (SASH). Using this approach, Grid Alternatives would pay for assessments, materials, permitting and tools, and Fresno EOC would provide labor, using its trained Local Conservation Corps members to install solar projects on qualified low-income homes.

CRP

CRP completed installation on their first five units during Qtr 3, and had another seven projects approved for installation.

The agency has taken a very hands-on approach to their solar model, training in-house staff to design and install projects, and purchasing materials from a solar manufacturer. This model supports the long-term training and sustainability goals of the pilot, but has also brought additional challenges. CRP had to go to bid for a second manufacturer, after experiencing problems in receiving needed parts from the first. Working with their new supplier, they have seen an increase in production and a decrease in project costs.

CRP is also looking at additional modifications to their model to include a solar subcontractor to assist in the attainment of Solar for All California goals.

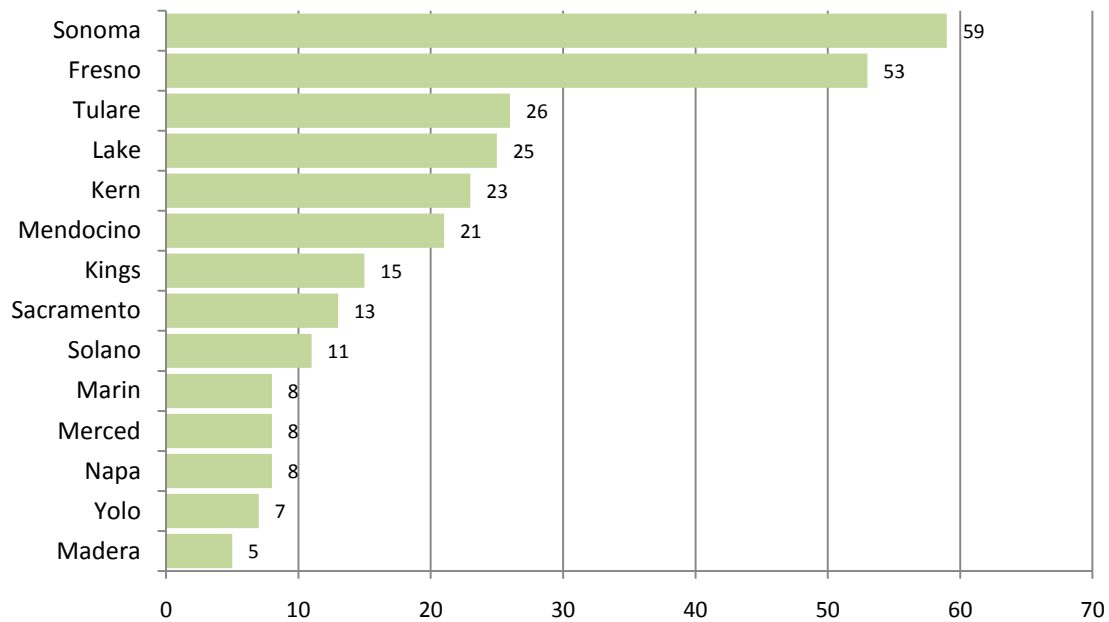
CCES

CCES /ACCES is working via a public-private partnership with Morgan Stanley, an investment company, to install PV systems that will benefit up to 1,000 multi-family dwellings. The complexity of the model has caused some delays, but could lead to a model that will dramatically reduce the costs of installing solar in multi-family low-income homes.

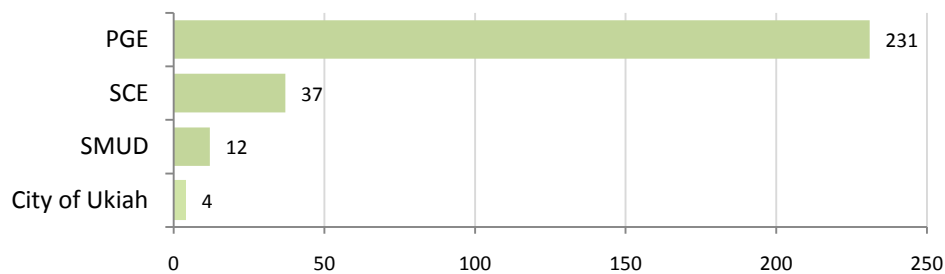
By the end of Qtr 3, CCES has identified 13 buildings, totaling over 800 units that qualify for rebates under the CPUC’s Multi-Family Affordable Solar Housing (MASH) or New Solar Homes Partnership (NSHP). These units, owned by TELACU, a Community Development Corporation, are home to low-income individuals who are LIHEAP-eligible. The first building, a 75-unit dwelling in Whittier, is scheduled to begin weatherization and solar installation in May. The other buildings will follow, with installation expected to occur, in succession, between May and August.

Other Facts and Figures

Projects approved, by county:



Projects approved, by utility:



Progress Towards kW Goal:

